



700-826^{Q&As}

Cisco IoT Essentials for Account Managers

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**QUESTION 1**

What are Cisco's full-stack sensors, LoRaWAN gateway, and dashboard solution called?

- A. Industry Monitoring Insight
- B. Sensor to Cloud Stack
- C. Industrial Asset Vision
- D. Complete Condition Visibility

Correct Answer: C

Cisco's full-stack sensors, LoRaWAN gateway, and dashboard solution are called "Industrial Asset Vision." This solution is designed to provide comprehensive monitoring and management of industrial assets through advanced sensors and connectivity technology, enabling enhanced visibility and control over industrial operations.

References: This information is detailed in Cisco's offerings for industrial IoT solutions, where Industrial Asset Vision plays a key role in asset management and operational efficiency.

QUESTION 2

What is the primary purpose of utility substations?

- A. monitor the reliable and efficient delivery of power into the distribution grid
- B. FLISR: fault isolation, recovery, and service restoration
- C. Volt-VAR reactive power control
- D. provide physical security for the grid

Correct Answer: A

The primary purpose of utility substations is to monitor and ensure the reliable and efficient delivery of power into the distribution grid. Substations play a crucial role in transforming voltage levels between high transmission voltages and lower distribution voltages, and in managing the flow of electrical power in various directions, ensuring stability and efficiency in the power supply to residential, commercial, and industrial users. References: This explanation is based on the fundamental functions of substations within electrical grids, as described in basic electrical engineering principles and utility operation standards.

QUESTION 3

Why is the Industrial Network Director (IND) a clear added value in OT applications?

- A. IND can provide asset visibility for Modbus, Profinet, and Bacnet automation devices.
- B. IND enables app hosting in field routers IR8XX.
- C. IND improves industrial asset visibility and network troubleshooting.



D. IND can work as a universal SCADA for automation systems.

Correct Answer: C

The Industrial Network Director (IND) is particularly valuable in Operational Technology (OT) applications due to its ability to improve industrial asset visibility and network troubleshooting. IND is designed to manage and monitor industrial networks, helping OT professionals gain comprehensive visibility into their network assets and streamlining the troubleshooting process. This capability enhances operational efficiency and minimizes downtime in industrial environments. References: The role of IND in enhancing network management and troubleshooting in OT environments is highlighted in Cisco's documentation and marketing materials for IND, which emphasize its benefits in industrial settings.

QUESTION 4

How will Roadway solutions typically start?

- A. secure multi-service infrastructure
- B. best in breed solutions
- C. resilient industrial security
- D. DMZ

Correct Answer: A

In the context of roadway solutions, "secure multi-service infrastructure" typically refers to the foundational framework that integrates multiple services, such as traffic management, safety systems, and communications networks, in a secure and robust manner. This infrastructure is essential for enabling advanced roadway systems that can adapt to varying conditions and demands, ensuring efficient and safe transportation environments. References: The answer is derived from common practices and conceptual understanding within the domain of industrial and roadway infrastructure solutions, where security and multi-service capabilities are crucial.

QUESTION 5

What are the key products in the connected factory use cases?

- A. Catalyst IE 3800, Catalyst 9000, IR829
- B. IE Switches, Cyber Vision, Industrial Network Director
- C. IW6300, AP1572, MR210
- D. CGR2010, CGR1240, IR510

Correct Answer: B

In connected factory use cases, the key Cisco products include IE Switches, Cyber Vision, and the Industrial Network Director (IND). These products work together to provide robust connectivity, security, and management for industrial environments. IE Switches ensure reliable network connections in harsh factory settings, Cyber Vision offers security and visibility for industrial control systems, and IND provides centralized management and monitoring capabilities.



References: This combination of products is integral to Cisco's connected factory solutions, as detailed in Cisco's industrial solutions portfolio, where they are described as essential components for achieving comprehensive connectivity and security in manufacturing environments.

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